

## SPRING MODELS TO BE SHOWN.

Exhibit This Afternoon and Tonight by Merchants Tailors' Association. A style show, for the purpose of exhibiting the new materials and cut of spring clothes, will be given by the Merchants Tailors' Association of the District at 1411 G street, from 4 o'clock this afternoon until 10 o'clock tonight. The new styles will be shown on models. The show is to be given in the clubrooms of the National Merchant

Tailors' Association. The show is given for the members of the association and their employees.

## Studying Electrotyping Problems.

Investigation of the problems of electrotyping is now being pursued by the bureau of standards, which, to meet the demands of electrotypers, has just published a circular giving the results of the experiments to date. This preliminary circular is confined to a general discussion of the possible results of the investigations, and to simple methods for testing and adjusting the acid copper sulphate electrotyping baths.

## LATIN AMERICAN TRADE.

## IV.—Credit and Finance.

By Frederic J. Haskin.

The question of finance in connection with Latin American trade may be said to have three aspects—the international, the national and the individual. This article will deal chiefly with the last of these.

By the international phase of Latin American finance is meant the maintenance of banks in the southern republics by other nations. It is a well known fact that German and English banks have long been maintained in various South American countries with great profit, both directly and indirectly, through the promotion of trade through these credit facilities. It is also common knowledge that no such facilities have been maintained by citizens of the United States until quite recently; that the new federal banking act provides for the establishment of branch banks in foreign countries, and that at least one great American bank has established such branches.

The prospect for the future, therefore, is bright. European credit facilities in Latin America will be greatly weakened by reason of the fact that those nations will have need for all of their money at home, and we have made a good beginning in the field. But for the time being, American credit facilities in Latin America are very limited, while the

facilities heretofore afforded Americans by the European banks will be impaired.

The national finances of the various European countries are an important element in the present trade situation, which seems to have been generally overlooked. As stated in a foregoing article, Latin America has felt the trade depression which has been prevalent all over the world. Furthermore, the Latin American republics, generally speaking, are just recovering from a period of national extravagance. The funds which have been supplied by Europe so bountifully in the past have been cut off, and all of these nations are looking confidently to Uncle Sam to lend them the money they will need in the immediate future.

The most important fact in connection with this situation, from an industrial point of view, is that those Latin American countries which produce foodstuffs of the most stable sort will be the first to recover from commercial depression. Those that depend upon the production of minerals for a place in the world's commerce will necessarily experience a great deal more difficulty for the metal industries in general require peace for their fullest development.

One advantage we greatly need in Latin America, which the present situation affords, is the opportunity to establish permanent investment of more American capital in the southern republics. Every country that has a market for American goods and services, and which is able to maintain a balance of trade with the United States, is a country in which American capital can be profitably invested. The introduction of American goods and the establishment of a market for them, then, if all conditions are favorable, put in his operations upon a permanent basis with full confidence of success.

a year, but not less. There can be little doubt but that Americans have lost some business in the past by their indifference upon short credit or cash where European firms have offered literally unlimited credit.

The Germans are chiefly responsible for the establishment of the long-credit system in Latin America, and it is worth while noting the reasons which they employed.

A German salesman, upon reaching a Latin American city, first went to a local German bank and learned exactly how much credit he could afford to grant to each one of his customers. He then sold goods accordingly, charging a high rate of interest, and the acceptance was immediately purchased by the bank, so that the German really had no money tied up in the transaction. He took no chances and seldom made mistakes.

Of course, an American might sell acceptances to the same bank, but, need less to say, he would get no such hand-in-glove co-operation as did the German from his fellow-countryman. The necessity for agents from this country to grant long credits in their Latin American transactions has been greatly emphasized. We cannot compete with the Germans in this regard on an even basis until we have credit facilities as perfect as the ones they established. One advantage we greatly need in Latin America, which the present situation affords, is the opportunity to establish permanent investment of more American capital in the southern republics. Every country that has a market for American goods and services, and which is able to maintain a balance of trade with the United States, is a country in which American capital can be profitably invested. The introduction of American goods and the establishment of a market for them, then, if all conditions are favorable, put in his operations upon a permanent basis with full confidence of success.

perence of an American automobile manufacturer. An important reason for this apparently overlooked by most of the manufacturers, was that all the garages in Latin American cities were maintained by American-owned automobiles. And also, it may easily be imagined that an American built car brought into a foreign garage did not get the most hospitable treatment.

The automobile manufacturer in question hired an agent to invade the Latin American field. This man made a careful study of the situation, went back to his employer and reported that he would not undertake to introduce the American machine unless he was allowed to establish his own garage. This was an unheard-of proposition, but as the salesman was an able man it was finally accepted. He went to a great South American city with a splendid equipment and \$12,000 worth of extra parts. He opened a garage with the American flag flying over it and quickly won for his car a place in that city.

This is only one example of many that might be cited where a permanent investment to gain a hold in the Latin American field has paid immensely. The American manufacturer who thinks of invading that field is advised first to consider financial conditions in the country in which he proposes to conduct his operation; second, to make sure that his goods are able to compete with those of European manufacture; and third, to make sure that he has a market for them, and, then, if all conditions are favorable, put in his operations upon a permanent basis with full confidence of success.

## MEXICAN CAPITAL CONTINUES QUIET

Progress in Restoring Railway Communications With American Border.

## GUTIERREZ TO ASK RECOGNITION BY U. S.

Plan Revealed by Jose Vasconcelos. Villa Explains Methods at Monterey.

Continued quiet in Mexico City was reported in official dispatches today. It was said that progress was being made in restoring railway communication between the Mexican capital and the American border at El Paso. Jose Vasconcelos, head of the newly established Gutierrez agency here, announced last night that he had retained counsel and was preparing to submit a formal request to President Wilson for recognition of the Gutierrez government.

Argument for Recognition. Vasconcelos said to recognize his chief, duly chosen provisional president by the convention at Aguascalientes, would not be a "recognition of a government established by usurpation and force, such as those of Carranza and Villa."

Enrique C. Lorente, Villa's representative, notified the State Department that the work of restoring railway communication between Mexico City and the American border was progressing rapidly and probably would be completed in a week.

Villa Explains Method. EL PASO, Tex., March 18.—In a telegram dated Monterey, Tuesday, Gen. Villa described his method of relieving the food situation in this city. "Upon my arrival in this city I found too much disquietude and some hostility toward us as manifested in the behavior of the people," he said. "The merchants had increased their prices on merchandise brought to market from the interior in normal times. Even the soldiers of my army were in a desperate condition, as their pay did not afford them enough to eat. Several appeals had been made to the merchants asking that they take into consideration the condition of the people, but all to no avail."

Will Give to Poor. "I told the merchants what I thought of their behavior at a meeting which I called last Sunday, and I compelled them to pay a tax of 1,000,000 pesos, an amount which I have divided into three parts to give away to the poor. "I have ordered a train for the service of the government of Nuevo Leon, specially to carry provisions, and I have ordered that all industries must have coal in order to operate their business."

A movement has been begun here for a fund solicited from American sources to relieve the suffering of the inhabitants of the Guadalupe district.

Villa Troops Nearing Tampico. Gen. Villa and his main body of 30,000 troops are today within fifty miles of Tampico, at Coahuila, according to advices received by Enrique C. Lorente, head of the Villa government here. The advance guard of Villa's army is said to be within twenty-five miles of Tampico. Carranza forces holding the seaport are not so great in number.

Reports to the State Department under yesterday's date from Torreon said the insurgents in that city had met with additional reverses, that alarm in Mexico and Congress was increasing, but it was believed foreigners would be protected.

## SOUTHWESTERN FARMS ARE USING CHILD LABOR

Editor of Tenant Farmer Tells Industrial Relations Committee of Abuse.

DALLAS, Tex., March 18.—Alleged demands of land owners for children to work on southwestern tenant farms was testified to at the federal commission on industrial relations land hearing here today by Pay Nagle, an attorney of Kinsinger, Okla., editor of the Tenant Farmer.

"The word 'force' when referring to Oklahoma farm lands," he said, "does not mean a bowie knife or a pistol, but a battery of children with a woman at their head."

To explain what he meant, Nagle then read into the record two letters from a land owner residing near McLean county, Okla., advising that the tenant to go on one of his farms must have "plenty of force."

Nagle offered to give the commission privately the name of the town where, he said, this eviction was put through by a town court.

## COTTONSEED INDUSTRY DEVELOPING RAPIDLY

Census Figures Show Remarkable Growth in 1914—Oil Mills Increase.

Further progress this season in the remarkable development of the cottonseed products industry is indicated in the census bureau's report, issued today, on cottonseed crushed and linters obtained from the 1914 cotton crop. A greater quantity of seed than ever before was crushed, exceeding the 1911 record crop crushing by 57,325 tons, and a record was established in the number of bales of linters obtained, 146,117 bales more than last year. The number of cottonseed oil mills operated was 880, an increase of ten over last year.

Value Not Yet Estimated. Its value has not been estimated, but last year's production, 6,305,000 tons, had a total value of \$155,500,000 in oil, cake and meal, hulls and linters. The closer delinting of cotton seed has resulted in a largely increased production of linters.

Cotton seed crushed from the 1914 crop was 5,493,958 tons, against 4,767,802 for 1913, and 4,575,598 for 1912. The cottonseed bureau announced today that the total linters for the crop, 722,270 running bales, against 631,153 for 1913 and 602,321 for 1912.

Decision of Controller in Roberts Case Not Expected to Affect General Practice. The employees of the government printing office will be allowed full thirty days' annual leave with pay, Congress having appropriated the necessary amount permitting such leave, according to the general impression prevailing at the printing office today. The recent decision of the controller of the Treasury to the effect that the \$18.96 claimed by F. C. Roberts, a proofreader, as remuneration for four days withheld from his total entitlement to be allowed full leave, was not to be allowed, will have no effect upon the granting of the thirty days' full leave hereafter, according to opinion expressed today.

Grand Opera to Be Tried Again. CHICAGO, March 18.—The grand opera will be tried again at the place of the Chicago Grand Opera Company, which went through the bankruptcy court last week, has been announced, Harold F. McCormick, president of the defunct company, declared that enough money had been subscribed to carry out the grand opera for the full thirty days' leave. Employees are now getting their full thirty days' leave, it was stated.

Woman Suffrage Voted Down. CONCORD, N. H., March 18.—The house of representatives yesterday voted against a bill which would grant the right of suffrage to women by a margin of 239 to 121.

BORN. OELHANN. At George Washington University Hospital, on March 17, 1915, at 12:30 p.m., to J. Henry and Myrtle W. Oelmann, a son.

by the Church. It is located between 10th and 20th streets, between 10th and 20th streets. Friends and relatives invited to attend.

DIETZ. Scholastic, at Norfolk, Va., on Wednesday, March 17, 1915, at 10:30 a.m., the late Mrs. J. H. Dietz, beloved wife of J. H. Dietz, died at her residence, 1000 Royal avenue, Baltimore, Md. (Baltimore papers please copy.)

PERGE. On Thursday, March 18, 1915, at 1:30 p.m., the late Mrs. J. H. Perge, beloved wife of J. H. Perge, died at her residence, 1000 Royal avenue, Baltimore, Md. (Baltimore papers please copy.)

MERRICK. At 11 a.m., at the residence of her daughter, Mrs. Robert A. Merrick, at Woodmont, Va., the late Mrs. J. H. Merrick, widow of the late J. H. Merrick, died at her residence, 1000 Royal avenue, Baltimore, Md. (Baltimore papers please copy.)

SMITH. Passed away on Wednesday, March 17, 1915, at 5 p.m., MAUDE H. SMITH, daughter of Albert and Annie M. Smith, deceased. Burial from her late residence, 312 2nd street, on Friday, March 19, at 2 p.m., in the Mount Olivet cemetery. Relatives and friends invited.

SCANLON. On Wednesday, March 17, 1915, JOHN T. SCANLON, beloved husband of Ella C. Scanlon, died at his residence, 1000 Royal avenue, Baltimore, Md. (Baltimore papers please copy.)

CLEWS. In loving memory of our darling little ELISE VIRGINIA CLEWS, who departed this life two years ago today, March 18, 1913. Two years have passed, our hearts still ache. When through our minds her memory comes. We think of her, and how she loved to play. And in submission bow, oh Lord, BY HER DEVOTED FATHER, EDWARD C. CLEWS.

COLE. In loving memory of my dear wife, RACHEL COLE, who departed this life two years ago today, March 18, 1913. Dead to the world, alive to me. Though months and years have passed: In a home far from my sight, I see her face, and hear her voice. As when I saw her last. BY HER DEVOTED HUSBAND, GEORGE COLE.

CURTIS. In sad but loving remembrance of our dear son, CURTIS, who died suddenly two years ago today, March 18, 1913. BY HIS SON AND DAUGHTER.

HENLEY. In loving remembrance of our baby, EDWIN HENLEY, who passed through the gates of heaven on Monday, March 17, 1910. The pain of death is past. His little form is dead. But his soul is still with us. As when he was born. BY HIS PARENTS, BENJAMIN AND DAISY HENLEY.

JOHNSON. In loving memory of our dear son and brother, JAMES WILSON JOHNSON, who died two years ago today, March 18, 1913. His gentle voice we hear no more. For the time of his death, a quiet word. Our hearts are sore. BY HIS MOTHER, MRS. J. W. JOHNSON.

MITHILL. In sad memory of FREDERICK MITHILL, who departed this life two years ago today, March 18, 1913. Dear is the grave where he is laid. Sweet is the memory of his faithful shade. Roses may wither, leaves fade and die, But his love will never fade. BY HIS DEVOTED FRIEND, ANNIE L. JOHNSON.

FUNERAL DIRECTORS. J. WILLIAM LEE, Funeral Director and Embalmer, 1000 Royal avenue, Baltimore, Md. Telephone 1485. Established 1850.

**YOU GET BIGGER BETTER VALUES AT OUR STORES**



Fancy Sugar-Cured Hams, per pound, 16c	Fresh Creamery Butter, 1-lb. Prints, 33c	Pure Lard, per pound, 12½c	Pat-a-Cake, makes delicious cakes, per pkg., 15c
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Whole Milk Cheese, per pound	20c
Pet Evaporated Milk, tall can	8c
Consumers' Delight Coffee, per pound	25c
Banquet Brand Coffee, per pound	30c
Users of our fresh-roasted coffees find them entirely satisfactory.	
Hershey's Cocoa, regular 10c can, 8c; ½-pound can	15c
High-grade Cornstarch, full pound package	5c
Unkited Rice, excellent quality, 1-pound package	8c
Jell-o, a dainty dessert, per package	8½c
Ritter's Catsup, per bottle	8½c
De Luxe Brand Tuna Fish, halves, per can, 12½c; full size can	19c
If you appreciate quality this brand will please. It has no superiors.	
Argo Red Alaska Salmon, per can	17c
Domestic Oil Sardines, per can	4c
Domestic Mustard Sardines, per can	4c
Beardsley's Shredded Codfish, per package	9c
Everybody's Combination; 1 can Standard Tomatoes, 1 can good Sugar Corn, 1 can Early June Peas	23c
Sweet Potatoes, large can	10c
Choice White Potatoes, per peck	17c
Sauerkraut, per quart	5c
California Prunes, extra quality, per pound	12½c
California Evaporated Peaches, per pound	10c
California Evaporated Apricots, per pound	15c
4-string Brooms, 30c value	23c

These Prices Prevail for Friday & Saturday

**LEAGUE OF CONSUMERS' FRIENDS**

PATRONIZE THE STORE NEAREST YOU

SOUTHWEST.	SOUTHEAST.
H. T. Gower, 7th and C sts.	Brinkley Bros., 1101 2d st.
A. G. Schmidt, 4th and F sts.	G. E. Robinson, 835 4th st.
I. Segun, 3d and C sts.	Brinkley Bros., 923 4th st.
R. E. W. Schmidt, 8th and D sts.	Brinkley Bros., 100 E st.
	R. E. Smith, 6th and D sts.
	G. E. Robinson, 9th and S. Oar. ave.
NORTHWEST.	NORTHEAST.
Hambling, 312 Penn. ave.	R. E. Robinson, 8th and A sts.
V. H. Pitt, 6th and Q sts.	J. E. Kram, 910 12th st.
N. E. Turner, 3426 14th st.	C. E. Diggle, 9th and W sts.
	Luther F. Hall, 12th and H sts.
	M. J. Welch, 1117 H st.

Free Delivery to Every Section of the City

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426 9th St. N.W.

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**15c Mennen's Talcum ... 11c**

25c Du Four's Face Powder	17c
25c Euthymol Tooth Paste	13c
50c Hind's Honey and Almond Cream	31c
25c Williams' Shaving Stick	17c
25c Seidlitz Powders, 12 in tin	15c
25c Piso Cough Remedy	17c
35c Castoria	21c
50c Johnson's Synol Soap	18c
50c De Witt's Kidney Pills	29c
\$1.00 Wampole's Oil, genuine	69c
25c Woodbury's Face Powder	17c
25c Frostilla	16c
25c Boric Acid, lb	16c
15c 20-Mule Borax, lb	9c
25c Boshee's German Cough Syrup	17c
50c Regulon	33c
25c Lyon's Tooth Powder	16c
25c Omega Oil	16c
50c Wyeth's Sage and Sulphur	32c
\$1.00 Listerine	59c
25c Dioxogen	14c
25c Harper's Headache Remedy	16c
25c Red Cross Kidney Plasters	16c
25c Hush, for perspiration	19c
25c Mennen's Shaving Cream	17c
25c Extract Witch Hazel, Dickinson's, pt.	15c
5c Ivory Soap	4 for 15c
5c Fels-Naptha Soap	4 for 15c

**10c Old Dutch Cleanser, 3 cans 20c**

**The Christiani Drug Co.** 426 9th St. N.W.

## Big Special Values for the Boys.

For our part, we have never been so fortunate in the collection of unusual values in Boys' Clothing as this season. And your part comes now—when we distribute these "Specials" to the same advantage we have enjoyed. We stand sponsor for every garment—our scrutiny is your safeguard.

Boys' Knickerbocker Suits, in the Bulgarian style—neat Gray and Brown mixtures—well made; carefully cut. Sizes 7 to 17 years.

Boys' Shepherd Plaid Reefers, with silk-embroidered emblem on sleeve; black buttons; jaunty little reefers—2½ to 8 years.

Regular \$3 value..... **\$1.95**

Regular \$3 value..... **\$1.95**

Boys' Bulgarian Norfolk Suits, with TWO PAIRS of Knickerbocker pants; neat effects; reinforced seams; strong as can be made. Sizes 7 to 17 years.

Boys' Shepherd Plaid Reefers, with "Rah Rah" Hat to match. Both large and small plaid; silk-embroidered emblem on sleeve. Sizes 2½ to 8 years.

Regular \$4 value..... **\$2.98**

Regular \$5 value..... **\$3.98**

**Extra Special-- Boys' Long Pants**

and it certainly is an EXTRA SPECIAL when the famous "Right Posture" Suits are offered at a bargain at the season's opening. But they are small lots—not all sizes in every lot—in fact, only a size or two of a lot—but ranging from 12 to 18 years mostly.

They are genuine "Right Postures," with that wonderful athletic feature of theirs—and the splendid tailoring. All the "Right Posture" exclusive models are included—in the smartest patterns.

Regular \$5 value..... **\$11.75**

Regular \$15 value..... **\$5.00**

**The "Get-Shod" Sale Left 300 Pairs of Women's Pumps,**

\$3, \$3.50 and \$4 grade

**Now \$1.79**

You couldn't have a better assortment of styles to choose from—and the values are standard. You'll want a new pair of Shoes for Easter—save by buying them now.

**The Models:** Colonials, with large and small tongues. Cleos, with large buttons and small buckles. Adelpia Pumps, with novelty ornaments. All sizes.

**The Materials:** Patent, Gun Metal, Satin, Dull Kid and Bronze. Short, medium and long vamp. Welt or turn soles. Cuban, Louis, Spanish and Low Heels.

**Saks & Company**

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Ulrich &amp; Burdette Undertakers

Have opened their funeral parlors, with modern chapel. Quietness, efficient, dignified service. Lady assistant. Cremations arranged. Up-to-date living. Day and night service. Phone West 950.

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